



Small Business and Entrepreneurial Support

Commerce's Business Services team works with entrepreneurs to develop business plans, helps companies access start-up resources and alternative financing opportunities and pairs existing businesses with service providers and suppliers.

Additionally, Business Services has a designated point-of-contact for small business owners who are looking for assistance or support from business experts. The Small Business Ombudsman Office works with statewide partners to develop programs and services to help entrepreneurs and small businesses be successful in an increasingly competitive environment. The Business Services team focuses on:

- Existing small business support
- Small business and entrepreneurial development
- Assisting with start-ups and expansions

Existing Industry Support

Commerce is committed to the continuing growth of South Carolina's existing industry. Commerce's Business Services team assists companies in identifying resources that can advance efficiency and profitability. This assistance includes:

- Financing options and lending programs through the SC Capital Access Program (SC CAP)
- Production and process improvement analysis
- Regulations, licensing and permitting guidance
- Captive insurance programs for risk management

Recycling Market Development

Commerce provides business development assistance to recycling start-ups and existing recycling companies operating in the state. The Recycling Market Development team helps foster a thriving recycling economy in South Carolina and promotes sustainable business practices for business, industry, government and other organizations through a number of key initiatives:

- Smart Business Recycling Program
- South Carolina Recycling Market Development Advisory Council (RMDAC)
- Recycling Industry Group (RIG)
- Sustainable Business Development

Export Development

Commerce's Export Development team is committed to increasing global opportunities for South Carolina companies. The Export Development team can help companies of all sizes identify potential markets and customers through a number of export services that have proven to be successful:

- Organizing seminars and conferences and offering trade guidance
- Evaluating product export potential and determining export prices, payment terms, methods and techniques
- Providing market research to identify key foreign markets
- Assessing distribution and promotional options for overseas markets

International Offices

South Carolina is a leader in attracting foreign direct investment. Commerce's international offices in Europe and Asia work with companies around the world to establish, relocate and expand business operations in

South Carolina. Services provided by the international offices include:

- Creating new opportunities for existing businesses in overseas markets
- Identifying new foreign direct investment for South Carolina and attracting new suppliers to the state
- Providing governmental assistance, language interpretation, advisement of customary procedures and on-the-ground services

BuySC

The BuySC program is a purchaser-oriented material and service locator program designed to help South Carolina companies connect with South Carolina vendors and suppliers.

The BuySC program is one of the many ways Commerce strives to help South Carolina businesses grow and prosper. In order to assist with the supply chain needs of companies, the BuySC team can:

- Meet with the company's purchasing representative to discuss BuySC services
- Obtain a list of items or services required
- Provide a list of South Carolina suppliers for each item or service
- Request information to evaluate and improve the service

Companies can submit an online request form for assistance at SCcommerce.com/business-services/buysc.

"BuySC brings great resources to local businesses on a state level and increases the opportunity for in-state businesses to grow, helping to increase the financial impact on South Carolina. The BuySC program shows that the state cares about the local business environment and is committed to making it prosper."

- Ted Coles, General Manager, Integrity Tool LLC



“My compliments to the staff of both the South Carolina Department of Commerce and the U.S. Commercial Service for putting on a valuable and effective series of export seminars. These seminars have given us the necessary tools and resources, which we were not previously aware of, to expand and diversify sales at American LaFrance/Mobile Armored Vehicles.”

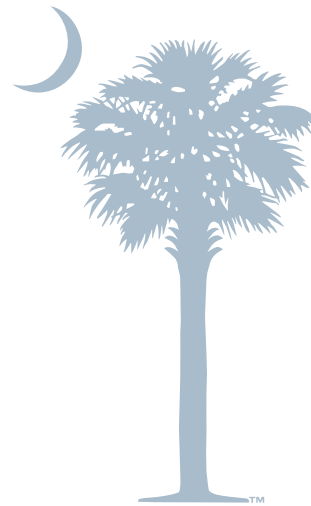
- Jim McKee, Vice President of Sales,
Mobile Armored Vehicles (a subsidiary
of American LaFrance)

“The Department of Commerce’s BuySC program was an enormous asset for our business as we worked to identify and develop supplier relationships. Thanks to the insight from the Commerce team, Alpha Manufacturing has been connected with great new market opportunities within the state, which has led to increased efficiency and profitability.”

- Patricia Young, President and CEO,
Alpha Manufacturing Company

“South Carolina is a great place to establish a business, and I am supportive of attracting growth to our area, particularly companies with which I do business on a regular basis. Those of us who have made the move to South Carolina appreciate the state’s tireless efforts to support us. Our company, Hacker Industries Inc., moved from New Jersey five years ago. Even small businesses like ours are on the radar screen and treated as important to the growth of our state.”

- James Mullen, Jr., Vice President,
Hacker Instruments & Industries Inc.



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SOUTH CAROLINA



BUSINESS SERVICES



South Carolina
Department of Commerce